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British Telecom Runs Business-critical Applications on N-Class
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5/9,K/2 (Item 2 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)
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06808776 Supplier Number: 57591454 (THIS IS THE FULLTEXT)
HP'S New Instant Capacity On Demand Solutions Offer Immediate Additional Server Capacity At Low Risk.

Business Wire, p0322

Nov 16, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 771

TEXT:

PALO ALTO, Calif.--(BUSINESS WIRE)--Nov. 16, 1999--
Latest Feature Incorporated Into HP 9000 Servers
Builds on First Phase of "Pay As You Go" Computing
Hewlett-Packard Company today announced the next phase of its
"on-demand" infrastructure solutions with new instant capacity on demand
(iCOD) products for customers with computing needs ranging from entry level
to high end.

Building on earlier **storage** "pay as you go" infrastructure programs announced with Intira Corp. and Qwest, these new products enable customers to utilize only the **processors** they need, which allows dynamic response to ever-changing business demands. With HP **iCOD** solutions, customers can capitalize on revenue opportunities they might otherwise miss due to inadequate processing power.

HP's iCOD solutions allow customers to instantly ignite **CPUs** to dynamically add additional capacity to their server environments. Additionally, service levels can be maintained by activating a "hot spare" in case of a **CPU** failure. This feature enables customers, especially service providers, to run their services "on all cylinders" and increases their ability to make service-availability commitments to their customers.

"This move is clearly a major innovation for customers who need to provide a flexible, scalable and highly available service on the Internet, which makes it a perfect fit with our e-services strategy," said Janice Chaffin, vice president and general manager of HP's Business Critical Computing Business Unit. "We're making this program available to nearly every server customer and partner, from start-up companies to service providers and enterprises. As our vision unfolds, HP will be pushing the limits of the on-demand model where it makes sense and benefits our server and storage customers."

These solutions, targeted to customers delivering products, applications and services over the Internet, cover the bulk of the HP 9000 Enterprise Server line: L-Class, N-Class and V-Class servers. Customers choosing the iCOD option will receive a server with up to the full complement of **processors** (four for the L-Class, eight for the N-Class and 32 for the V-Class); however, they only pay for the **processors** they plan to use. They are not required to use a minimum number of **processors**. When customers' needs change and they need more processing power, they can instantly activate the needed **processors** with a simple HP-UX(1) command.

HP already has embarked on initiatives to offer instant computing on demand to customers and service providers. HP recently announced that ASPs/ISPs, such as Qwest and Intira Corporation, have selected HP SureStore

E enterprise **storage** solutions as the standard for their high-end data centers. Similar to the **iCOD** solution for HP 9000 Enterprise Servers, Qwest and Intira plan to offer pay-per-use **storage** on demand to customers interested in infrastructure scalability with mission-critical assurance. Future on-demand programs will include other server components, such as **memory** and I/O, **storage** subsystems and HP's HyperFlex clusters.

"HP is really pushing forward on meeting the demands of customers whose livelihoods depend on delivering high levels of capacity, performance and availability for Internet-based applications," said Vernon Turner, vice president for worldwide commercial systems and servers for International Data Corp. (IDC). "We are impressed by the flexibility, ease of implementation and dynamic nature of these new HP **iCOD** products, which may turn out to be a significant differentiator."

Pricing and Availability

HP 9000 Enterprise Servers with the **iCOD** option will be available for order starting in January. The program is available to new and existing customers of all HP 9000 Enterprise Servers running on the PA-8500 **processor** and subsequent PA-RISC(2) **processors**.

Specific pricing details for this service will be announced at a later date; however, there will be no charge for inactive **processors**, and upon activation, then-current HP upgrade pricing, terms and conditions will apply.

About HP

Hewlett-Packard Company -- a leading global provider of computing and imaging solutions and services for business and home -- is focused on capitalizing on the opportunities of the Internet and the proliferation of electronic services.

HP plans to launch Agilent Technologies as an independent company by mid-calendar 2000. Agilent consists of HP's test and measurement, semiconductor products, chemical analysis and healthcare solutions businesses, and has leading positions in multiple market segments.

HP has 123,500 employees worldwide and had total revenue of \$47.1 billion in its 1998 fiscal year. Information about HP, its products and the company's Year 2000 program can be found on the World Wide Web at <http://www.hp.com>.

- (1) HP-UX Release 10.20 and later and HP-UX Release 11.00 and later (in both 32- and 64-bit configurations) on all HP 9000 computers are Open Group UNIX 95 branded products.
- (2) PA-RISC stands for Precision Architecture-reduced-instruction-set computing.

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5/9,K/3 (Item 1 from file: 20)
DIALOG(R) File 20:Dialog Global Reporter
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10197170 (THIS IS THE FULLTEXT)
enterprise: E-services enabled with the HP e-serviceCenter
ASIA COMPUTER WEEKLY
March 20, 2000
JOURNAL CODE: FACW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 409

Spying a gap between the traditional data centre and the demands made on CIOs today to open up the business and welcome business partners and customers in on a 24x7 basis, Hewlett-Packard has announced the e-serviceCenter, an infrastructure for mission-critical applications and e-business, as well as related solutions.

"Unlike today's data centres, which were built to service internal users and applications developed for use only within the enterprise, e-serviceCenter is designed to support Internet-based business models," said Kris Chan, marketing manager, Enterprise Computing Business, Hewlett-Packard Hong Kong.

"In less than two years, every business will need some means to connect to its partners."

Targeted at enterprises, service providers and Internet startups, the e-serviceCenter brings together servers, network and storage solutions to provide continuous e-services; capacity on demand, a pay-as-you-use model; global connectivity, security, and flexible management.

For example, an existing ERP setup would require Web servers, some secure to hold account data; application servers to handle the Java-based frontend; routers, load balancing, firewalls, and VPN servers for business partners just to be e-enabled, said Chan.

"We are conducting active discussions with ISPs who are very sensitive (about the competition). They want to make the best use of infrastructure to serve the customer. For ISP and ASP customers looking for a way to manage complicated environments, availability of service is critical," he noted.

Recently-launched deliverables include HP-UX Workload Manager and an enhanced Process Resource Manager for manageability. The Workload Manager allocates system resources by business priority automatically, whereas the Process Resource Manager Analyze collects system accounting data and generates reports for billing.

For scalability and capacity, HP has launched the HP 9000 Enterprise Server V2600 and V2600 SCA (scalable computing architecture) and announced the availability of instant capacity on demand (iCOD).

The new servers run on the PA-8600 processor, with SCA offering higher performance for business intelligence and compute-intensive requirements. ICOD, first announced in November last year, enables customers to use only the processors they need in their HP 9000 Enterprise Servers, ,switching on% more CPUs as required.

,At end-Q1,00 we rolled out iCOD integrated with OpenView. We will have performance and capacity planning tools. We plan to roll out memory - and storage on demand, and in the future, we will have CPU -, memory -, and storage utility pricing, as well as Hyperplex capacity on demand,% added Chan.

In addition, the company has unveiled HyperFabric 2000, a server clustering interconnect that can link up to 128 HP 9000 Enterprise Servers.

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COMPANY NAMES: Hewlett Packard Co

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COUNTRY NAMES/CODES: Hong Kong (HK) ; United States of America (US)

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NAICS CODES/DESCRIPTIONS: 334111 (Electronic Computer Mfg); 45411 (Electronic Shopping & Mail-Order Houses)
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DIALOG(R)File 20:Dialog Global Reporter

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09944232 (THIS IS THE FULLTEXT)
Analysis - Riding a performance wave.
Edward Moltzen in Silicon Valley.
PC DEALER, p18
March 08, 2000
JOURNAL CODE: WPCD LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 914

Hewlett-Packard (HP) aims to boost its performance in the workstation market by improving its products and shaking up its organisation.

The computer maker's new HP Visualize graphics workstations boast major improvements in performance, the company claimed. And the vendor has also taken the wraps off a new structure designed to sharpen its workstation business focus and make it distinct from its server business.

The vendor has streamlined sales and marketing at its workstation systems division, changed its name to the Technical Computing Division and claims to have increased the performance of its graphics applications.

Dick Lubinski, product marketing manager at HP's Technical Computing Division, said: "We're continuing with the same basic architecture and design we used last year." However, by building the new Visualize systems with its PA-8600 **processors**, HP has improved chip performance by 38 per cent, he said.

HP will ship three new workstations: the Visualize B2000, C3600 and J5600.

Lubinski said the B2000 was "designed with a couple of major objectives in mind: low cost and the ability to get superior performance." The B2000 is priced at \$4,995 (GBP 3,097) and includes 256Mb of Ram, a 9Gb hard disk and a PA-8500 **processor**.

The C3600, with a PA-8600 **processor**, is priced at \$11,900. It includes 512Mb of Ram and a 9Gb disk and will be aimed at electrical engineers who need extra memory.

The \$21,780, top-of-the-line J5600, which will use the PA-8600 **processor**, is built with 1Gb of Ram and an 18Gb hard drive.

HP is also working with a retooled workstation unit using a streamlined sales and marketing infrastructure. The company hopes to gain advantage in the technical computing space, which includes the computer-aided design and mechanical design automation (MDA) markets.

"The marketing department has been merged into the Technical Computing Division," Lubinski said. The result is that HP will streamline its approach and provide a more unified message to the market, he said.

Lubinski and others at the company were reluctant to discuss the organisational changes, which have yet to be announced in detail. HP expects to provide further information later this month.

However, the organisational changes and the product improvements have been welcomed already by some HP partners.

"The technology - obviously, the intensity of the graphics - has become a real player in the marketplace," said Ben Marino, president of HP reseller Software Marketing Consultants. "With digital content creation, visualisation is so important to the product and enhancing productivity."

The faster graphics speed and better overall performance allow Marino to sell the products' ability to "get projects completed quicker", he said. "This is why HP is putting so much effort and concentration into performance and visualisation," said Marino.

In terms of speeds and feeds, the J5600 shows an eight per cent performance improvement over the J5000 in MDA applications, the vendor said. That means fewer hours actually running the applications, said HP engineers.

The new HP workstation unit will increase the firm's competitiveness against as Silicon Graphics and Sun Microsystems, said Marino. "I think

they finally have opened their eyes and have seen what the industry is looking for," he said. "They have seen the big market space out there and they are beginning to focus. In the past, from a technical side, we were just sort of meshed in and got lost with the servers."

HP's new focus, new Technical Computing Division and streamlined marketing will help HP spread its message about better workstation performance, said Nick Berente, president of Pentagon Engineering, HP workstation reseller.

"They have all these generic resellers - they are out there selling enterprise resource planning systems - who are unaware of the significant differences in technical computing solutions," Berente said. "You're looking at floating-point performance as opposed to transactions per minute."

Pentagon Engineering sells fluid and air-flow technology solutions in the mechanical engineering market. The graphics boosts in the new Visualize systems will help close sales, said Berente.

"We're seeing unparalleled performance with the whole Visualize line.

No other workstation vendor can touch their graphical performance," Berente said. "We've been benchmarking floating point performance, and it's more than just a minor performance boost."

PAY-AS-YOU-GO STORAGE ON OFFER

Hewlett-Packard has improved its HP SureStore E Disk Array XP256 in an effort to offer 'pay-as-you-go' capacity expansion to customers in multivendor environments.

Under HP's instant Capacity On Demand (iCOD) programme, the storage capacity of its XP256 can be modified as required by the customer, according to Craig Nunes, product and solutions marketing manager for HP's Extended Platform Storage Organisation. He said: "There are customers (Internet service providers) who want to start out with a small amount of storage, but are growing fast," he said. "They can't afford to pay for that capacity up-front. And they don't want suppliers coming through each month."

Typical capacity expansion programmes today tend to be 12-month lock-ins, which means a problem with flexibility." HP's iCOD program is due to start on 1 April. For the first two months, iCOD will be sold and installed via HP's direct channel.

However, from June the programme will be open to all HP's channels, said Nunes.

Resellers with iCOD will work with customers to plan capacity expansion and take their orders, and HP will work on-site with resellers to install the expanded capacity, Nunes said.

HP currently offers a 'pay-as-you-grow' programme, introduced late last year, for the Unix environment. However, flexibility was limited and increased capacity was paid for over six months, making the programme look more like a lease, said Nunes.

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5/9,K/5 (Item 3 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
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09786300 (THIS IS THE FULLTEXT)

HEWLETT-PACKARD: Industry-leading HP 9000 N-Class Enterprise Server takes midrange computing to new level with extreme performance, massive scalability groundbreaking PA-8600 processor, 2x increase in main memory, 6.4GB aggregate I/O bandwidth and expande

M2 PRESSWIRE

February 28, 2000

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 807

FEB 28, 2000, M2 Communications - Palo Alto, Calif. -- Addressing customer needs for an Internet computing platform with the flexibility, performance, scalability and security to support demanding e-business applications, Hewlett-Packard Company today introduced the enhanced HP 9000 N-Class Enterprise Server, delivering a new level of midrange computing power for customers who rely heavily on their business-critical computing infrastructures.

"The success of the N-Class shows the level of confidence that service providers, dot coms and enterprise customers have in the HP 9000 server family," said Patrick Rogers, worldwide marketing manager for HP's Business Critical Computing Business Unit. "Our customers are purchasing the N-Class because it offers outstanding price/performance and a product roadmap for midrange computing that sets it apart from the crowd. Not only have we implemented **CPU**, **memory** and I/O improvements that accelerate processing times, but HP's **iCOD** (instant capacity on demand) technology makes additional computing resources available as necessary to ensure adequate horsepower to handle unpredictable traffic loads." Designed to Meet the Challenges of Today and Tomorrow The heart of the midrange N-Claerver is the 64-bit PA-8600 **processor**, running at speeds up to 550MHz. Also contributing to the overall 25 percent performance improvement is a the 100 percent increase in **memory** capacity to 32GB, enhanced connectivity and an increase in aggregate I/O bandwidth to 6.4Gb/s. The system's secure, remote-management capabilities make the N-Class a robust platform for

Internet applications.

The N-Class offers a significant price/performance benefit over its competitors because its powerful and efficient **processors** provide more speed while using fewer **processors** than competitive products.

The N-Class delivers scalability, without tradeoffs, at a much lower total cost of ownership (TCO) than competitors' products. The N-Class server's best-in-class in-chassis growth path also eliminates the need for migration when workload increases or when next-generation **processors** become available.

British Telecom Runs Business-critical Applications on N-Class

Global telecommunications giant British Telecom (BT) is using the N-Class in its billing department to verify call records at a rate of nearly 350,000 records per minute. By tripling the capacity of the previous server platform, BT is now able to process half a billion call records daily. BT has expressed complete satisfaction with its entire N-Class experience.

"I rang HP on a Monday to request an N-Class server," said Prajay Shah, a senior technical architect at British Telecom. "By Thursday of the same week, it had been built and delivered to our Ipswich, UK, site. On Friday, with assistance from HP, our (record-processing) application was moved onto the new server and, by the end of the weekend, the backlog of call records was eliminated. The cooperation we received from HP was unbelievable." To support its various HP servers, including the N-Class server, BT uses the HP High Availability Observatory (HAO). The HAO can ensure system problems are resolved before they interrupt BT's service.

The HAO automatically examines customers' system configurations and alerts HP support engineers of irregularities. The HAO has led to reduced application-implementation times and higher availability for BT's end users.

U.S. Pricing and Availability

The enhanced HP 9000 N-Class Enterprise Server is expected to be available March 1, with pricing beginning at approximately \$67,000.

About HP

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HP has 85,400 employees worldwide and had total revenue from continuing operations of \$42.4 billion in its 1999 fiscal year.

Information about HP, its products and the company's Year 2000 program can be found on the World Wide Web at <http://www.hp.com>.

Information in the releases is accurate at the time of release. However, product specifications and availability, promotions, prices, relationships, contact numbers and other specific information may change over time. Some information about product pricing and availability may be limited to specific geographic areas and may differ in other areas. Information as stated in the release may or may not be in effect after the date on the release.

In addition, the press releases may contain statements that are forward-looking. These statements are based on current expectations as of the date of a particular release. Actual results may differ materially from those projected because of a number of risks and uncertainties, including those detailed from time to time in HP's reports filed with the Securities and Exchange Commission.

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5/9,K/6 (Item 4 from file: 20)

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08280142 (THIS IS THE FULLTEXT)

HEWLETT-PACKARD: HP's new iCOD solutions offer immediate additional server capacity at low risk

M2 PRESSWIRE

November 17, 1999

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 896

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REGIONS: Americas; North America; Pacific Rim

SIC CODES/DESCRIPTIONS: 3577 (Computer Peripheral Equipment NEC); 3571 (Electronic Computers)

NAICS CODES/DESCRIPTIONS: 334119 (Other Computer Peripheral Equipment Mfg); 334111 (Electronic Computer Mfg)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

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Building on earlier **storage** "pay as you go" infrastructure programs announced with Intira Corp. and Qwest, these new products enable customers to utilize only the **processors** they need, which allows dynamic response to ever-changing business demands. With HP **iCOD** solutions, customers can capitalize on revenue opportunities they might otherwise miss due to inadequate processing power. HP's **iCOD** solutions allow customers to instantly ignite **CPUs** to dynamically add additional capacity to their server environments. Additionally, service levels can be maintained by activating a "hot spare" in case of a **CPU** failure. This feature enables customers, especially service providers, to run their services "on all cylinders..."

t s5/9,k/1-8

5/9,K/1 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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07073375 Supplier Number: 59612699 (THIS IS THE FULLTEXT)

**Industry-Leading HP 9000 N-Class Enterprise Server Takes Midrange Computing
to New Level With Extreme Performance, Massive Scalability.**

Business Wire, p0156

Feb 25, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 735

TEXT:

; ; ; Business Editors and High Tech Writers

; ; ; PALO ALTO, Calif.--(BUSINESS WIRE)--Feb. 25, 2000

Groundbreaking PA-8600 Processor , 2X Increase in Main Memory,

6.4GB Aggregate I/O Bandwidth and Expanded Connectivity

Give Enhanced N-Class a Performance Boost of 25 Percent

; ; ; Addressing customer needs for an Internet computing platform with the flexibility, performance, scalability and security to support demanding e-business applications, Hewlett-Packard Company today introduced the enhanced HP 9000 N-Class Enterprise Server, delivering a new level of midrange computing power for customers who rely heavily on their business-critical computing infrastructures.

; ; ; "The success of the N-Class shows the level of confidence that service providers, dot coms and enterprise customers have in the HP 9000 server family," said Patrick Rogers, worldwide marketing manager for HP's Business Critical Computing Business Unit. "Our customers are purchasing the N-Class because it offers outstanding price/performance and a product roadmap for midrange computing that sets it apart from the crowd. Not only have we implemented CPU , memory and I/O improvements that accelerate processing times, but HP's iCOD (instant capacity on demand) technology makes additional computing resources available as necessary to ensure adequate horsepower to handle unpredictable traffic loads."

Designed to Meet the Challenges of Today and Tomorrow

; ; ; The heart of the midrange N-Class server is the 64-bit PA-8600 processor , running at speeds up to 550MHz. Also contributing to the overall 25 percent performance improvement is a the 100 percent increase in memory capacity to 32GB, enhanced connectivity and an increase in aggregate I/O bandwidth to 6.4Gb/s. The system's secure, remote-management capabilities make the N-Class a robust platform for Internet applications.

; ; ; The N-Class offers a significant price/performance benefit over its competitors because its powerful and efficient processors provide more speed while using fewer processors than competitive products. The N-Class delivers scalability, without tradeoffs, at a much lower total cost of ownership (TCO) than competitors' products. The N-Class server's best-in-class in-chassis growth path also eliminates the need for migration when workload increases or when next-generation processors become available.

British Telecom Runs Business-critical Applications on N-Class

; ; ; Global telecommunications giant British Telecom (BT) is using the N-Class in its billing department to verify call records at a rate of nearly 350,000 records per minute. By tripling the capacity of the previous server platform, BT is now able to process half a billion call records daily. BT has expressed complete satisfaction with its entire N-Class experience.

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PUBLISHER NAME: Business Wire

COMPANY NAMES: *British Telecommunications PLC; Hewlett-Packard Co.

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INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SIC CODES: 3571 (Electronic computers); 4810 (Telephone Communication)

NAICS CODES: 334111 (Electronic Computer Manufacturing); 5133 (Telecommunications)

TICKER SYMBOLS: HWP

SPECIAL FEATURES: LOB; INDUSTRY; COMPANY

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5/9,K/2 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06808776 Supplier Number: 57591454 (THIS IS THE FULLTEXT)

HP'S New Instant Capacity On Demand Solutions Offer Immediate Additional Server Capacity At Low Risk.

Business Wire, p0322

Nov 16, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 771

TEXT:

PALO ALTO, Calif.--(BUSINESS WIRE)--Nov. 16, 1999--

Latest Feature Incorporated Into HP 9000 Servers

Builds on First Phase of "Pay As You Go" Computing

Hewlett-Packard Company today announced the next phase of its "on-demand" infrastructure solutions with new instant capacity on demand (iCOD) products for customers with computing needs ranging from entry level to high end.

Building on earlier **storage** "pay as you go" infrastructure programs announced with Intira Corp. and Qwest, these new products enable customers to utilize only the **processors** they need, which allows dynamic response to ever-changing business demands. With HP **iCOD** solutions, customers can capitalize on revenue opportunities they might otherwise miss due to inadequate processing power.

HP's iCOD solutions allow customers to instantly ignite **CPUs** to dynamically add additional capacity to their server environments. Additionally, service levels can be maintained by activating a "hot spare" in case of a **CPU** failure. This feature enables customers, especially service providers, to run their services "on all cylinders" and increases their ability to make service-availability commitments to their customers.

"This move is clearly a major innovation for customers who need to provide a flexible, scalable and highly available service on the Internet, which makes it a perfect fit with our e-services strategy," said Janice Chaffin, vice president and general manager of HP's Business Critical Computing Business Unit. "We're making this program available to nearly every server customer and partner, from start-up companies to service providers and enterprises. As our vision unfolds, HP will be pushing the limits of the on-demand model where it makes sense and benefits our server and storage customers."

These solutions, targeted to customers delivering products, applications and services over the Internet, cover the bulk of the HP 9000 Enterprise Server line: L-Class, N-Class and V-Class servers. Customers choosing the iCOD option will receive a server with up to the full complement of **processors** (four for the L-Class, eight for the N-Class and 32 for the V-Class); however, they only pay for the **processors** they plan to use. They are not required to use a minimum number of **processors**. When

customers' needs change and they need more processing power, they can instantly activate the needed **processors** with a simple HP-UX(1) command.

HP already has embarked on initiatives to offer instant computing on demand to customers and service providers. HP recently announced that ASPs/ISPs, such as Qwest and Intira Corporation, have selected HP SureStore E enterprise **storage** solutions as the standard for their high-end data centers. Similar to the **iCOD** solution for HP 9000 Enterprise Servers, Qwest and Intira plan to offer pay-per-use **storage** on demand to customers interested in infrastructure scalability with mission-critical assurance. Future on-demand programs will include other server components, such as **memory** and I/O, **storage** subsystems and HP's HyperPlex clusters.

"HP is really pushing forward on meeting the demands of customers whose livelihoods depend on delivering high levels of capacity, performance and availability for Internet-based applications," said Vernon Turner, vice president for worldwide commercial systems and servers for International Data Corp. (IDC). "We are impressed by the flexibility, ease of implementation and dynamic nature of these new HP iCOD products, which may turn out to be a significant differentiator."

Pricing and Availability

HP 9000 Enterprise Servers with the **iCOD** option will be available for order starting in January. The program is available to new and existing customers of all HP 9000 Enterprise Servers running on the PA-8500 **processor** and subsequent PA-RISC(2) **processors**.

Specific pricing details for this service will be announced at a later date; however, there will be no charge for inactive **processors**, and upon activation, then-current HP upgrade pricing, terms and conditions will apply.

About HP

Hewlett-Packard Company -- a leading global provider of computing and imaging solutions and services for business and home -- is focused on capitalizing on the opportunities of the Internet and the proliferation of electronic services.

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HP has 123,500 employees worldwide and had total revenue of \$47.1 billion in its 1998 fiscal year. Information about HP, its products and the company's Year 2000 program can be found on the World Wide Web at <http://www.hp.com>.

(1) HP-UX Release 10.20 and later and HP-UX Release 11.00 and later (in both 32- and 64-bit configurations) on all HP 9000 computers are Open Group UNIX 95 branded products.

(2) PA-RISC stands for Precision Architecture-reduced-instruction-set computing.

UNIX is a registered trademark of the Open Group.

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PUBLISHER NAME: Business Wire

COMPANY NAMES: *Hewlett-Packard Co.

PRODUCT NAMES: *3573000 (Computers & Peripherals)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

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NAICS CODES: 334111 (Electronic Computer Manufacturing)

TICKER SYMBOLS: HWP

SPECIAL FEATURES: LOB; COMPANY

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5/9,K/3 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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10197170 (THIS IS THE FULLTEXT)
enterprise: E-services enabled with the HP e-serviceCenter
ASIA COMPUTER WEEKLY
March 20, 2000
JOURNAL CODE: FACW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 409

Spying a gap between the traditional data centre and the demands made on CIOs today to open up the business and welcome business partners and customers in on a 24x7 basis, Hewlett-Packard has announced the e-serviceCenter, an infrastructure for mission-critical applications and e-business, as well as related solutions.

"Unlike today's data centres, which were built to service internal users and applications developed for use only within the enterprise, e-serviceCenter is designed to support Internet-based business models,"

said Kris Chan, marketing manager, Enterprise Computing Business, Hewlett-Packard Hong Kong.

"In less than two years, every business will need some means to connect to its partners."

Targeted at enterprises, service providers and Internet startups, the e-serviceCenter brings together servers, network and storage solutions to provide continuous e-services; capacity on demand, a pay-as-you-use model; global connectivity, security, and flexible management.

For example, an existing ERP setup would require Web servers, some secure to hold account data; application servers to handle the Java-based frontend; routers, load balancing, firewalls, and VPN servers for business partners just to be e-enabled, said Chan.

"We are conducting active discussions with ISPs who are very sensitive (about the competition). They want to make the best use of infrastructure to serve the customer. For ISP and ASP customers looking for a way to manage complicated environments, availability of service is critical," he noted.

Recently-launched deliverables include HP-UX Workload Manager and an enhanced Process Resource Manager for manageability. The Workload Manager allocates system resources by business priority automatically, whereas the Process Resource Manager Analyze collects system accounting data and generates reports for billing.

For scalability and capacity, HP has launched the HP 9000 Enterprise Server V2600 and V2600 SCA (scalable computing architecture) and announced the availability of instant capacity on demand (iCOD).

The new servers run on the PA-8600 processor, with SCA offering higher performance for business intelligence and compute-intensive requirements. ICOD, first announced in November last year, enables customers to use only the processors they need in their HP 9000 Enterprise Servers, switching on% more CPUs as required.

,At end-Q1,00 we rolled out iCOD integrated with OpenView. We will have performance and capacity planning tools. We plan to roll out memory - and storage on demand, and in the future, we will have CPU -, memory -, and storage utility pricing, as well as Hyperplex capacity on demand,% added Chan.

In addition, the company has unveiled HyperFabric 2000, a server clustering interconnect that can link up to 128 HP 9000 Enterprise Servers.

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COMPANY NAMES: Hewlett Packard Co

DESCRIPTORS: Company News; International Affairs; Government News; New Products & Services; Marketing

COUNTRY NAMES/CODES: Hong Kong (HK) ; United States of America (US)

REGIONS: Asia; Far East; Americas; North America; Pacific Rim

SIC CODES/DESCRIPTIONS: 3571 (Electronic Computers); 5961 (Catalog & Mail Order Houses)

NAICS CODES/DESCRIPTIONS: 334111 (Electronic Computer Mfg); 45411 (Electronic Shopping & Mail-Order Houses)
(USE FORMAT 7 OR 9 FOR FULLTEXT)

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5/9,K/4 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
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09944232 (THIS IS THE FULLTEXT)

Analysis - Riding a performance wave.

Edward Moltzen in Silicon Valley.

PC DEALER, p18

March 08, 2000

JOURNAL CODE: WPCD LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 914

Hewlett-Packard (HP) aims to boost its performance in the workstation market by improving its products and shaking up its organisation.

The computer maker's new HP Visualize graphics workstations boast major improvements in performance, the company claimed. And the vendor has also taken the wraps off a new structure designed to sharpen its workstation business focus and make it distinct from its server business.

The vendor has streamlined sales and marketing at its workstation systems division, changed its name to the Technical Computing Division and claims to have increased the performance of its graphics applications.

Dick Lubinski, product marketing manager at HP's Technical Computing Division, said: "We're continuing with the same basic architecture and design we used last year." However, by building the new Visualize systems with its PA-8600 **processors**, HP has improved chip performance by 38 per cent, he said.

HP will ship three new workstations: the Visualize B2000, C3600 and J5600.

Lubinski said the B2000 was "designed with a couple of major objectives in mind: low cost and the ability to get superior performance." The B2000 is priced at \$4,995 (GBP 3,097) and includes 256Mb of Ram, a 9Gb hard disk and a PA-8500 **processor**.

The C3600, with a PA-8600 **processor**, is priced at \$11,900. It includes 512Mb of Ram and a 9Gb disk and will be aimed at electrical engineers who need extra memory.

The \$21,780, top-of-the-line J5600, which will use the PA-8600 **processor**, is built with 1Gb of Ram and an 18Gb hard drive.

HP is also working with a retooled workstation unit using a streamlined sales and marketing infrastructure. The company hopes to gain advantage in the technical computing space, which includes the computer-aided design and mechanical design automation (MDA) markets.

"The marketing department has been merged into the Technical Computing Division," Lubinski said. The result is that HP will streamline its approach and provide a more unified message to the market, he said.

Lubinski and others at the company were reluctant to discuss the organisational changes, which have yet to be announced in detail. HP expects to provide further information later this month.

However, the organisational changes and the product improvements have been welcomed already by some HP partners.

"The technology - obviously, the intensity of the graphics - has become a real player in the marketplace," said Ben Marino, president of HP reseller Software Marketing Consultants. "With digital content creation,

visualisation is so important to the product and enhancing productivity."

The faster graphics speed and better overall performance allow Marino to sell the products' ability to "get projects completed quicker", he said. "This is why HP is putting so much effort and concentration into performance and visualisation," said Marino.

In terms of speeds and feeds, the J5600 shows an eight per cent performance improvement over the J5000 in MDA applications, the vendor said. That means fewer hours actually running the applications, said HP engineers.

The new HP workstation unit will increase the firm's competitiveness against as Silicon Graphics and Sun Microsystems, said Marino. "I think they finally have opened their eyes and have seen what the industry is looking for," he said. "They have seen the big market space out there and they are beginning to focus. In the past, from a technical side, we were just sort of meshed in and got lost with the servers."

HP's new focus, new Technical Computing Division and streamlined marketing will help HP spread its message about better workstation performance, said Nick Berente, president of Pentagon Engineering, HP workstation reseller.

"They have all these generic resellers - they are out there selling enterprise resource planning systems - who are unaware of the significant differences in technical computing solutions," Berente said. "You're looking at floating-point performance as opposed to transactions per minute."

Pentagon Engineering sells fluid and air-flow technology solutions in the mechanical engineering market. The graphics boosts in the new Visualize systems will help close sales, said Berente.

"We're seeing unparalleled performance with the whole Visualize line.

No other workstation vendor can touch their graphical performance," Berente said. "We've been benchmarking floating point performance, and it's more than just a minor performance boost."

PAY-AS-YOU-GO STORAGE ON OFFER

Hewlett-Packard has improved its HP SureStore E Disk Array XP256 in an effort to offer 'pay-as-you-go' capacity expansion to customers in multivendor environments.

Under HP's instant Capacity On Demand (**iCOD**) programme, the **storage** capacity of its XP256 can be modified as required by the customer, according to Craig Nunes, product and solutions marketing manager for HP's Extended Platform **Storage** Organisation. He said: "There are customers (Internet service providers) who want to start out with a small amount of **storage**, but are growing fast," he said. "They can't afford to pay for that capacity up-front. And they don't want suppliers coming through each month.

Typical capacity expansion programmes today tend to be 12-month lock-ins, which means a problem with flexibility." HP's iCOD program is due to start on 1 April. For the first two months, iCOD will be sold and installed via HP's direct channel.

However, from June the programme will be open to all HP's channels, said Nunes.

Resellers with iCOD will work with customers to plan capacity expansion and take their orders, and HP will work on-site with resellers to install the expanded capacity, Nunes said.

HP currently offers a 'pay-as-you-grow' programme, introduced late last year, for the Unix environment. However, flexibility was limited and increased capacity was paid for over six months, making the programme look more like a lease, said Nunes.

COMPANY NAMES: Hewlett Packard Co
DESCRIPTORS: Restructuring; Strategy; Company News; New Products & Services; Marketing
COUNTRY NAMES/CODES: United States of America (US)
REGIONS: Americas; North America; Pacific Rim
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5/9,K/5 (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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09786300 (THIS IS THE FULLTEXT)

HEWLETT-PACKARD: Industry-leading HP 9000 N-Class Enterprise Server takes midrange computing to new level with extreme performance, massive scalability groundbreaking PA-8600 processor, 2x increase in main memory, 6.4GB aggregate I/O bandwidth and expande

M2 PRESSWIRE

February 28, 2000

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 807

FEB 28, 2000, M2 Communications - Palo Alto, Calif. -- Addressing customer needs for an Internet computing platform with the flexibility, performance, scalability and security to support demanding e-business applications, Hewlett-Packard Company today introduced the enhanced HP 9000 N-Class Enterprise Server, delivering a new level of midrange computing power for customers who rely heavily on their business-critical computing infrastructures.

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Information in the releases is accurate at the time of release. However, product specifications and availability, promotions, prices, relationships, contact numbers and other specific information may change over time. Some information about product pricing and availability may be limited to specific geographic areas and may differ in other areas. Information as stated in the release may or may not be in effect after the date on the release.

In addition, the press releases may contain statements that are forward-looking. These statements are based on current expectations as of the date of a particular release. Actual results may differ materially from those projected because of a number of risks and uncertainties, including those detailed from time to time in HP's reports filed with the Securities and Exchange Commission.

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COMPANY NAMES: Hewlett Packard Co

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REGIONS: Americas; North America; Pacific Rim

PROVINCE/STATE: California

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NAICS CODES/DESCRIPTIONS: 45411 (Electronic Shopping & Mail-Order Houses); 334111 (Electronic Computer Mfg)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

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The N-Class delivers scalability, without tradeoffs, at a much lower total...

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British Telecom Runs Business-critical Applications on N-Class
Global telecommunications giant British...

5/9,K/6 (Item 4 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
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08280142 (THIS IS THE FULLTEXT)

HEWLETT-PACKARD: HP's new iCOD solutions offer immediate additional server capacity at low risk

M2 PRESSWIRE

November 17, 1999

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 896

NOV 17, 1999, M2 Communications - Palo Alto, Calif. -- Hewlett-Packard Company today announced the next phase of its "on-demand" infrastructure solutions with new instant capacity on demand (iCOD) products for customers with computing needs ranging from entry level to high end.

Building on earlier **storage** "pay as you go" infrastructure programs announced with Intira Corp. and Qwest, these new products enable customers to utilize only the **processors** they need, which allows dynamic response to ever-changing business demands. With HP iCOD solutions, customers can capitalize on revenue opportunities they might otherwise miss due to inadequate processing power. HP's iCOD solutions allow customers to instantly ignite **CPUs** to dynamically add additional capacity to their server environments. Additionally, service levels can be maintained by activating a "hot spare" in case of a **CPU** failure. This feature enables customers, especially service providers, to run their services "on all cylinders" and increases their ability to make service-availability commitments to their customers.

"This move is clearly a major innovation for customers who need to provide a flexible, scalable and highly available service on the Internet, which makes it a perfect fit with our e-services strategy," said Janice Chaffin, vice president and general manager of HP's Business Critical Computing Business Unit. "We're making this program available to nearly every server customer and partner, from start-up companies to service providers and enterprises. As our vision unfolds, HP will be pushing the limits of the on-demand model where it makes sense and benefits our server and storage customers."

These solutions, targeted to customers delivering products, applications and services over the Internet, cover the bulk of the HP 9000 Enterprise Server line: L-Class, N-Class and V-Class servers. Customers choosing the iCOD option will receive a server with up to the full complement of **processors** (four for the L-Class, eight for the N-Class and 32 for the V-Class); however, they only pay for the **processors** they plan to use. They are not required to use a minimum number of **processors**. When customers' needs change and they need more processing power, they can instantly activate the needed processors with a simple HP-UX(1) command.

HP already has embarked on initiatives to offer instant computing on demand to customers and service providers. HP recently announced that ASPs/ISPs, such as Qwest and Intira Corporation, have selected HP SureStore E enterprise **storage** solutions as the standard for their high-end data centers. Similar to the iCOD solution for HP 9000 Enterprise Servers, Qwest and Intira plan to offer pay-per-use **storage** on demand to customers interested in infrastructure scalability with mission-critical assurance.

Future on-demand programs will include other server components, such as **memory** and I/O, **storage** subsystems and HP's HyperPlex clusters.

"HP is really pushing forward on meeting the demands of customers whose livelihoods depend on delivering high levels of capacity, performance and availability for Internet-based applications," said Vernon Turner, vice president for worldwide commercial systems and servers for International Data Corp. (IDC). "We are impressed by the flexibility, ease of implementation and dynamic nature of these new HP iCOD products, which may turn out to be a significant differentiator."

Pricing and Availability

HP 9000 Enterprise Servers with the iCOD option will be available for order starting in January. The program is available to new and existing customers of all HP 9000 Enterprise Servers running on the PA-8500 **processor** and subsequent PA-RISC(2) **processors**. Specific pricing details for this service will be announced at a later date; however, there will be no charge for inactive **processors**, and upon activation, then-current HP upgrade pricing, terms and conditions will apply.

About HP

Hewlett-Packard Company -- a leading global provider of computing and imaging solutions and services for business and home -- is focused on capitalizing on the opportunities of the Internet and the proliferation of electronic services.

HP plans to launch Agilent Technologies as an independent company by mid-calendar 2000. Agilent consists of HP's test and measurement, semiconductor products, chemical analysis and healthcare solutions businesses, and has leading positions in multiple market segments. HP has 123,500 employees worldwide and had total revenue of \$47.1 billion in its 1998 fiscal year. Information about HP, its products and the company's Year 2000 program can be found on the World Wide Web at <http://www.hp.com>.

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COMPANY NAMES: Hewlett Packard Co

DESCRIPTORS: New Products & Services; Marketing; Company News;
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COUNTRY NAMES/CODES: United States of America (US)
REGIONS: Americas; North America; Pacific Rim
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(Electronic Computers)
NAICS CODES/DESCRIPTIONS: 334119 (Other Computer Peripheral Equipment Mfg)
; 334111 (Electronic Computer Mfg)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

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About HP...

5/9,K/7 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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04582065 Supplier Number: 59638842 (THIS IS THE FULLTEXT)
Industry-leading HP 9000 N-Class Enterprise Server takes midrange computing to new level with extreme performance, massive scalability groundbreaking PA-8600 processor, 2x increase in main **memory**, 6.4GB aggregate I/O bandwidth and expanded connectivity give enhanced N-Class a performance

boost of 25 percent.
M2 Presswire, pNA
Feb 28, 2000

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 868

TEXT:

M2 PRESSWIRE-28 February 2000-HEWLETT-PACKARD: Industry-leading HP 9000 N-Class Enterprise Server takes midrange computing to new level with extreme performance, massive scalability groundbreaking PA-8600 **processor**, 2x increase in main memory, 6.4GB aggregate I/O bandwidth and expanded connectivity give enhanced N-Class a performance boost of 25 percent
(C)1994-2000 M2 COMMUNICATIONS LTD

RDATE:25022000

Palo Alto, Calif. -- Addressing customer needs for an Internet computing platform with the flexibility, performance, scalability and security to support demanding e-business applications, Hewlett-Packard Company today introduced the enhanced HP 9000 N-Class Enterprise Server, delivering a new level of midrange computing power for customers who rely heavily on their business-critical computing infrastructures.

"The success of the N-Class shows the level of confidence that service providers, dot coms and enterprise customers have in the HP 9000 server family," said Patrick Rogers, worldwide marketing manager for HP's Business Critical Computing Business Unit. "Our customers are purchasing the N-Class because it offers outstanding price/performance and a product roadmap for midrange computing that sets it apart from the crowd. Not only have we implemented **CPU**, **memory** and I/O improvements that accelerate processing times, but HP's **ICOD** (instant capacity on demand) technology makes additional computing resources available as necessary to ensure adequate horsepower to handle unpredictable traffic loads." Designed to Meet the Challenges of Today and Tomorrow The heart of the midrange N-Class server is the 64-bit PA-8600 **processor**, running at speeds up to 550MHz. Also contributing to the overall 25 percent performance improvement is a the 100 percent increase in **memory** capacity to 32GB, enhanced connectivity and an increase in aggregate I/O bandwidth to 6.4Gb/s. The system's secure, remote-management capabilities make the N-Class a robust platform for Internet applications.

The N-Class offers a significant price/performance benefit over its competitors because its powerful and efficient **processors** provide more speed while using fewer **processors** than competitive products.

The N-Class delivers scalability, without tradeoffs, at a much lower total cost of ownership (TCO) than competitors' products. The N-Class server's best-in-class in-chassis growth path also eliminates the need for migration when workload increases or when next-generation **processors** become available.

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The HAO automatically examines customers' system configurations and alerts HP support engineers of irregularities. The HAO has led to reduced application-implementation times and higher availability for BT's end users.

U.S. Pricing and Availability

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PUBLISHER NAME: M2 Communications Ltd.

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INDUSTRY NAMES: BUSN (Any type of business); INTL (Business, International)

SIC CODES: 3571 (Electronic computers); 4810 (Telephone Communication)

NAICS CODES: 334111 (Electronic Computer Manufacturing); 5133 (

Telecommunications)

TICKER SYMBOLS: HWP

(USE FORMAT 7 FOR FULLTEXT)

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5/9,K/8 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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04489554 Supplier Number: 57618588 (THIS IS THE FULLTEXT)

HEWLETT-PACKARD: HP's new iCOD solutions offer imimmmediate additional server capacity at low risk.

M2 Presswire, pNA

Nov 17, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 937

TEXT:

M2 PRESSWIRE-17 November 1999-HEWLETT-PACKARD: HP's new instant capacity on demand solutions offer immmmediate additional server capacity at low risk
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RDATE:161199

* Latest Feature Incorporated Into HP 9000 Servers Builds on First Phase of "Pay As You Go" Computing

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5/9,K/7 (Item 1 from file: 636)
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04582065 Supplier Number: 59638842 (THIS IS THE FULLTEXT)
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M2 Presswire, pNA
Feb 28, 2000

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 868

TEXT:

M2 PRESSWIRE-28 February 2000-HEWLETT-PACKARD: Industry-leading HP 9000 N-Class Enterprise Server takes midrange computing to new level with extreme performance, massive scalability groundbreaking PA-8600 **processor** , 2x increase in main memory, 6.4GB aggregate I/O bandwidth and expanded connectivity give enhanced N-Class a performance boost of 25 percent
(C)1994-2000 M2 COMMUNICATIONS LTD

RDATE:25022000

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NAICS CODES: 334111 (Electronic Computer Manufacturing); 5133 (Telecommunications)

TICKER SYMBOLS: HWP

(USE FORMAT 7 FOR FULLTEXT)

...Server takes midrange computing to new level with extreme performance, massive scalability groundbreaking PA-8600 processor , 2x increase in main memory, 6.4GB aggregate I/O bandwidth and expanded connectivity give...

...

TEXT:
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... for midrange computing that sets it apart from the crowd. Not only have we implemented CPU , memory and I/O improvements that accelerate processing times, but HP's iCOD (instant capacity on demand) technology makes additional computing resources available as necessary to ensure adequate...

...Tomorrow The heart of the midrange N-Class server is the 64-bit PA-8600 processor , running at speeds up to 550MHz. Also contributing to the overall 25 percent performance improvement is a the 100 percent increase in memory capacity to 32GB, enhanced connectivity and an increase in aggregate I/O bandwidth to 6...

...Class offers a significant price/performance benefit over its competitors because its powerful and efficient processors provide more speed while using fewer processors than competitive products.

The N-Class delivers scalability, without tradeoffs, at a much lower total...growth path also eliminates the need for migration when workload increases or when next-generation processors become available.

British Telecom Runs Business-critical Applications on N-Class Global telecommunications giant British...

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04489554 Supplier Number: 57618588 (THIS IS THE FULLTEXT)
HEWLETT-PACKARD: HP's new iCOD solutions offer immediate additional server capacity at low risk.

M2 Presswire, pNA
Nov 17, 1999

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 937

TEXT:

M2 PRESSWIRE-17 November 1999-HEWLETT-PACKARD: HP's new instant capacity on demand solutions offer immediate additional server capacity at low risk
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RDATE:161199

* Latest Feature Incorporated Into HP 9000 Servers Builds on First Phase of "Pay As You Go" Computing

Palo Alto, Calif. -- Hewlett-Packard Company today announced the next phase of its "on-demand" infrastructure solutions with new instant capacity on demand (iCOD) products for customers with computing needs ranging from entry level to high end.

Building on earlier **storage** "pay as you go" infrastructure programs announced with Intira Corp. and Qwest, these new products enable customers to utilize only the **processors** they need, which allows dynamic response to ever-changing business demands. With HP **iCOD** solutions, customers can capitalize on revenue opportunities they might otherwise miss due to inadequate processing power. HP's **iCOD** solutions allow customers to instantly ignite **CPUs** to dynamically add additional capacity to their server environments. Additionally, service levels can be maintained by activating a "hot spare" in case of a **CPU** failure. This feature enables customers, especially service providers, to run their services "on all cylinders" and increases their ability to make service-availability commitments to their customers.

"This move is clearly a major innovation for customers who need to provide a flexible, scalable and highly available service on the Internet, which makes it a perfect fit with our e-services strategy," said Janice Chaffin, vice president and general manager of HP's Business Critical Computing Business Unit. "We're making this program available to nearly every server customer and partner, from start-up companies to service providers and enterprises. As our vision unfolds, HP will be pushing the limits of the on-demand model where it makes sense and benefits our server and storage customers."

These solutions, targeted to customers delivering products, applications and services over the Internet, cover the bulk of the HP 9000 Enterprise Server line: L-Class, N-Class and V-Class servers. Customers choosing the iCOD option will receive a server with up to the full complement of **processors** (four for the L-Class, eight for the N-Class and 32 for the V-Class); however, they only pay for the **processors** they plan to use. They are not required to use a minimum number of **processors**. When customers' needs change and they need more processing power, they can instantly activate the needed **processors** with a simple HP-UX(1) command.

HP already has embarked on initiatives to offer instant computing on demand to customers and service providers. HP recently announced that ASPs/ISPs, such as Qwest and Intira Corporation, have selected HP SureStore E enterprise **storage** solutions as the standard for their high-end data centers. Similar to the **iCOD** solution for HP 9000 Enterprise Servers, Qwest and Intira plan to offer pay-per-use **storage** on demand to customers interested in infrastructure scalability with mission-critical assurance. Future on-demand programs will include other server components, such as **memory** and I/O, **storage** subsystems and HP's HyperPlex clusters.

"HP is really pushing forward on meeting the demands of customers whose livelihoods depend on delivering high levels of capacity, performance and availability for Internet-based applications," said Vernon Turner, vice president for worldwide commercial systems and servers for International Data Corp. (IDC). "We are impressed by the flexibility, ease of implementation and dynamic nature of these new HP iCOD products, which may turn out to be a significant differentiator."

Pricing and Availability

HP 9000 Enterprise Servers with the iCOD option will be available for order starting in January. The program is available to new and existing customers of all HP 9000 Enterprise Servers running on the PA-8500 processor and subsequent PA-RISC(2) processors. Specific pricing details for this service will be announced at a later date; however, there will be no charge for inactive processors, and upon activation, then-current HP upgrade pricing, terms and conditions will apply.

About HP

Hewlett-Packard Company -- a leading global provider of computing and imaging solutions and services for business and home -- is focused on capitalizing on the opportunities of the Internet and the proliferation of electronic services.

HP plans to launch Agilent Technologies as an independent company by mid-calendar 2000. Agilent consists of HP's test and measurement, semiconductor products, chemical analysis and healthcare solutions businesses, and has leading positions in multiple market segments. HP has 123,500 employees worldwide and had total revenue of \$47.1 billion in its 1998 fiscal year. Information about HP, its products and the company's Year 2000 program can be found on the World Wide Web at <http://www.hp.com>.

(1) HP-UX Release 10.20 and later and HP-UX Release 11.00 and later (in both 32- and 64-bit configurations) on all HP 9000 computers are Open Group UNIX 95 branded products.

(2) PA-RISC stands for Precision Architecture-reduced-instruction-set computing.

UNIX is a registered trademark of the Open Group.

Note: Information in the releases is accurate at the time of release. However, product specifications and availability, promotions, prices, relationships, contact numbers and other specific information may change over time. Some information about product pricing and availability may be limited to specific geographic areas and may differ in other areas. Information as stated in the release may or may not be in effect after the date on the release.

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About HP...

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5/9,K/1 (Item 1 from file: 16)
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07073375 Supplier Number: 59612699 (THIS IS THE FULLTEXT)
**Industry-Leading HP 9000 N-Class Enterprise Server Takes Midrange Computing
to New Level With Extreme Performance, Massive Scalability.**

Business Wire, p0156
Feb 25, 2000

Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 735

TEXT:

; ; ; ; Business Editors and High Tech Writers
; ; ; ; PALO ALTO, Calif.--(BUSINESS WIRE)--Feb. 25, 2000
Groundbreaking PA-8600 Processor , 2X Increase in Main Memory,
6.4GB Aggregate I/O Bandwidth and Expanded Connectivity
Give Enhanced N-Class a Performance Boost of 25 Percent
; ; ; ; Addressing customer needs for an Internet computing platform with
the flexibility, performance, scalability and security to support demanding
e-business applications, Hewlett-Packard Company today introduced the
enhanced HP 9000 N-Class Enterprise Server, delivering a new level of
midrange computing power for customers who rely heavily on their
business-critical computing infrastructures.

; ; ; ; "The success of the N-Class shows the level of confidence that
service providers, dot coms and enterprise customers have in the HP 9000
server family," said Patrick Rogers, worldwide marketing manager for HP's
Business Critical Computing Business Unit. "Our customers are purchasing
the N-Class because it offers outstanding price/performance and a product
roadmap for midrange computing that sets it apart from the crowd. Not only
have we implemented CPU , memory and I/O improvements that accelerate
processing times, but HP's iCOD (instant capacity on demand) technology
makes additional computing resources available as necessary to ensure
adequate horsepower to handle unpredictable traffic loads."

Designed to Meet the Challenges of Today and Tomorrow

; ; ; ; The heart of the midrange N-Class server is the 64-bit PA-8600
processor , running at speeds up to 550MHz. Also contributing to the
overall 25 percent performance improvement is a the 100 percent increase in
memory capacity to 32GB, enhanced connectivity and an increase in aggregate
I/O bandwidth to 6.4Gb/s. The system's secure, remote-management
capabilities make the N-Class a robust platform for Internet applications.

; ; ; ; The N-Class offers a significant price/performance benefit over
its competitors because its powerful and efficient processors provide
more speed while using fewer processors than competitive products. The
N-Class delivers scalability, without tradeoffs, at a much lower total cost
of ownership (TCO) than competitors' products. The N-Class server's
best-in-class in-chassis growth path also eliminates the need for migration
when workload increases or when next-generation processors become
available.

British Telecom Runs Business-critical Applications on N-Class

; ; ; ; Global telecommunications giant British Telecom (BT) is using the
N-Class in its billing department to verify call records at a rate of
nearly 350,000 records per minute. By tripling the capacity of the previous
server platform, BT is now able to process half a billion call records
daily. BT has expressed complete satisfaction with its entire N-Class
experience.

; ; ; ; "I rang HP on a Monday to request an N-Class server," said Prajay
Shah, a senior technical architect at British Telecom. "By Thursday of the